



Testimonial Example Questions

Points to cover:

- 1.) Background
- 2.) Objections they had
- 3.) Benefits they've seen
- 4.) Culture of your gym
- 5.) Anything else they would like to add

- What were the frustrations you were experiencing that led you to seek training? Was there a breaking point for you?
- Were there any reservations about getting started in a program? Anything that held you back?
- What were some of the benefits, both physically and mentally that you gained since beginning training?
- How did training here help you achieve results? What was different about the process that really resonated with you?
- What is one specific thing you appreciate about the environment or culture here?